FSC-107-B

ROU Brief - 6/25/97

For: AVP/RSM/RBM/ROM/KAM/AM/DM/RM/AE/MC/PC/PRC/SC

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- DORAL Business Building Kits (Contact: Sharon Reid, #2584)
 - DORAL Business Building Kits #506783 available for order.
 - Each kit contains DORAL Tower Counter Display, Dry Erase Board & Thermometer.
- → <u>DORAL Box/Box 100/Menthol Box POS</u> (Contact: Sharon Reid. # 2584)
 - <u>DORAL Box segment is growing in the savings category.</u> As a reminder, the following DORAL Box/Menthol Box/Box 100's retail POS items (1/SKU) available on open-order basis:

514235 DOR Box 100 19" Canopy 514223 DOR Box 100 24" PMC 514334 DOR Box 100 DBRC 514220 DOR Box 100 Pack Starburst 514214 DOR Box 100 Small Paster 514232 DOR Box 100 Small PPD Cd 526625 DOR Box 100 19° Canopy Transp. 508202 DOR Box 24° PMC 489812 DOR Box Ctn Starbursts 508220 DOR Box Folded Shelf Strip 508205 DOR Box Large Paster 508214 DOR Box Pricing Wobbler 508211 DOR Box Starburst 508172 DOR Mthl Box 24" PMC 508190 DOR Mthl Box Folded Shelf

508175 DOR Mthl Box Lg Paster 508184 DOR Mthl Box Pricing Wobbler 508181 DOR Mthl Box Starburst

Strip

➡ <u>BPE System Enhancement - "No Promotion" Indicator Established</u> (Contect: Chris Minner, #1642)

- New indicator added to the SIS system
 that can be updated by ROU or
 Sales/Retail Rep that indicates "NO
 PROMOTION" should be planned for a
 retail account, "NO PROMOTION"
 indicator should be used by Sales
 Rep/Account Manager when retail
 account should not be given a promotion
 for business reason. New indicator is
 updated in the same manner as current
 "PM EXCLUSIVE" and "RJR
 LOCKOUT" indicators.
- BPE system will be changed in near future to recognize new "NO PROMOTION" indicator. Model generated for each promotion will not calculate a SKU for these accounts. Enhancement will allow each region to identify difference between delivery issues with VAP and accounts that should not receive a SKU for a business reason.
- You will be notified via ROU brief when model will begin recognizing the "NO PROMOTION" indicator. Suggested that the new indicator be updated now in preparation for this change.
- Enhancement Effective: Immediately

→ SMS General Shipment Module Enhancement (Contacts: Key Adams, #7107 ar

(Contacts: Kay Adams, #7107, and Jasper Spencer, #6093)

- Orders requested through General Shipment Module of SMS (Function 422) sometimes arrive in partial shipments when it was necessary for complete order to deliver at one time for installation purposes. An enhancement has been added to general shipment module which will allow user to make a decision about when items deliver.
- When user gets to Inventory Exception Screen within the general shipment module, a question will be asked: "Do you want to hold all items until backorders are filled?" Response will be required, Y=Yes or N= No.
- If response is N (NO), at end of ordering process, a statement will appear on screen providing opportunity to reconsider: "Available items will be shipped immediately. Backordered items will be held until filled. Do you want to hold all items until all backorders are filled?" Response of Y=Yes or N=No will be required.
- If the initial response was Y (Yes), there will be no additional prompt for reconsideration.
- System changes effective 7/01/97.

➡ WINSTON Cup/Drea - Simulator/Showcar Schedule Cancellations (Contact: Floyd Cook, #3466)

- Reference FSC-225-A, dated 12/20/96.
- Cup Showcar cancelled 8/2 through remainder of year.
- Cup Simulator cancelled 8/2 through remainder of year.
- Drag Simulator cancelled 7/21 through remainder of year.
- Details on an exciting new program called the "WINSTON Cup Road Show" featuring Simulator and Showcar as components will be mailed to you in early July

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